

For the Nine Months Ending Wednesday, September 30, 2020

	Current Month	% of Sales	YTD	% of Sales
<u>INCOME</u>				
Sales	\$8,387.00	10.92%	\$164,635.71	26.37%
Sales/Parts	301.01	0.39%	140,470.33	22.50%
Sales/Promotional Items		0.00%	2,045.75	0.33%
Replacement Parts		0.00%	49,947.75	8.00%
Freight Income	955.95	1.24%	13,978.78	2.24%
Sales - Misc		0.00%	32,964.24	5.28%
Other Income	3,842.74	5.00%	11,555.79	1.85%
Outside Contract Work	64,417.41	83.87%	254,066.83	40.70%
Sales Return		0.00%	(18,995.86)	(3.04%)
Sales Discounts	(1,098.00)	(1.43%)	(26,351.89)	(4.22%)
TOTAL INCOME	\$76,806.11	100.00%	\$624,317.43	100.00%
<u>COST OF GOODS SOLD</u>				
Material Costs/Production	(96.07)	(0.13%)	130,896.68	20.97%
Material Cost/Parts	139.15	0.18%	131,917.10	21.13%
Freight Expense		0.00%	4,682.38	0.75%
Salaries & Wages	37,531.69	48.87%	285,288.22	45.70%
Payroll Taxes	4,417.53	5.75%	33,256.46	5.33%
Labor Applied		0.00%	(8,005.44)	(1.28%)
Outside Services	(58.89)	(0.08%)	118.13	0.02%
Installation Expense		0.00%	241.60	0.04%
Warranty Expense		0.00%	3,393.38	0.54%
Warranty Labor		0.00%	6,619.62	1.06%
Equipment Lease		0.00%	2,512.26	0.40%
Misc Expense		0.00%	355.26	0.06%
Rent Expense		0.00%	400.00	0.06%
Repairs & Maintenance		0.00%	2,960.90	0.47%
Shop Supplies	1,777.24	2.31%	3,975.09	0.64%
Welding Supplies	9,358.02	12.18%	35,904.73	5.75%
Testing Fees		0.00%	6,540.24	1.05%
Utilities	309.87	0.40%	13,105.06	2.10%
Fixed Overhead Applied		0.00%	(649.08)	(0.10%)
Cost of Goods Sold		0.00%	3,292.10	0.53%
Increase/Decrease - Finished Goods		0.00%	(4,442.91)	(0.71%)
Increase/Decrease - Raw Materials		0.00%	6,613.87	1.06%
Increase/Decrease - W.I.P.		0.00%	2,051.67	0.33%
Purchase Discounts		0.00%	(517.16)	(0.08%)
TOTAL COST OF GOODS SOLD	\$53,378.54	69.50%	\$660,510.16	105.80%
GROSS INCOME	\$23,427.57	30.50%	(\$36,192.73)	(5.80%)

For the Nine Months Ending Wednesday, September 30, 2020

EXPENSES

Selling Expenses

Salaries & Wages	1,598.75	2.08%	25,443.24	4.08%
Payroll Tax Expense - Sales	195.69	0.25%	3,933.87	0.63%
Commissions	0.30	0.00%	4,708.08	0.75%
Advertising/Internet		0.00%	1,502.64	0.24%
Travel Expense	100.01	0.13%	100.01	0.02%
Floor Plan Expense		0.00%	1,072.50	0.17%
Financing Expense		0.00%	18,925.87	3.03%
Shipping Expense	(881.12)	(1.15%)	32,866.27	5.26%
Shipping Wages		0.00%	8,077.80	1.29%
Payroll Tax Expense - Shipping		0.00%	912.81	0.15%
Misc. Expense - Sales	390.00	0.51%	2,410.92	0.39%
<hr/>				
TOTAL SELLING EXPENSES	\$1,403.63	1.83%	\$99,954.01	16.01%

G & A EXPENSES

Wages/Clerical	3,009.25	3.92%	39,293.14	6.29%
Employee Benefits		0.00%	7,184.15	1.15%
Officer's Salaries	2,083.33	2.71%	37,479.96	6.00%
Auto Expense		0.00%	(1,400.82)	(0.22%)
Bank Charges	197.19	0.26%	9,764.70	1.56%
Finance Charges	2,285.72	2.98%	23,022.43	3.69%
Data Processing	95.65	0.12%	2,598.36	0.42%
Fuel Expense	803.22	1.05%	15,073.56	2.41%
Insurance/Health	2,274.76	2.96%	29,939.56	4.80%
Insurance/General	2,474.00	3.22%	27,236.00	4.36%
Insurance/Life		0.00%	5,836.24	0.93%
Insurance/Worker's Comp	2,785.92	3.63%	21,168.09	3.39%
Insurance/Dental	59.31	0.08%	2,072.15	0.33%
Interest Expense	2,625.84	3.42%	47,484.41	7.61%
Legal & Accounting	5,000.00	6.51%	17,808.10	2.85%
Misc Expense	(247.38)	(0.32%)	1,673.31	0.27%
Meeting Expense	512.43	0.67%	522.04	0.08%
Equipment Lease	701.82	0.91%	6,969.53	1.12%
Office Expense		0.00%	1,166.79	0.19%
Outside Services	161.85	0.21%	3,058.17	0.49%
Postage Expense		0.00%	1,019.09	0.16%
Rent Expense	400.00	0.52%	7,940.00	1.27%
R&D Wages		0.00%	9,595.59	1.54%
Payroll Tax Expense - R&D		0.00%	717.04	0.11%
R&D Supplies	167.68	0.22%	6,248.67	1.00%
Technical Expense		0.00%	3,119.37	0.50%
Supplies Expense		0.00%	1,714.60	0.27%
Repairs & Maintenance	117.95	0.15%	777.65	0.12%
Taxes/Real Estate		0.00%	34,071.15	5.46%

## CONSOLIDATED

For the Nine Months Ending Wednesday, September 30, 2020

Payroll Tax Expense	527.72	0.69%	6,517.18	1.04%
Taxes/Other		0.00%	536.55	0.09%
Telephone	642.27	0.84%	11,118.18	1.78%
Meals & Entertainment		0.00%	187.49	0.03%
Utilities	2,261.50	2.94%	9,942.65	1.59%
TOTAL G&A EXPENSES	\$28,940.03	37.68%	\$391,455.08	62.70%
TOTAL EXPENSES	\$30,343.66	39.51%	\$491,409.09	78.71%
NET INCOME FROM OPERATIONS	(\$6,916.09)	(9.00%)	(\$527,601.82)	(84.51%)
<u>OTHER INCOME</u>				
Finance Charge Income		0.00%	397.50	0.06%
Gain on Equipment Sale		0.00%	38,624.07	6.19%
Gain on Fixed Assets		0.00%	(57,178.64)	(9.16%)
Misc Income	9,716.35	12.65%	369,155.79	59.13%
TOTAL OTHER INCOME	\$9,716.35	12.65%	\$350,998.72	56.22%
<u>OTHER EXPENSES</u>				
Fines & Penalties		0.00%	1,625.00	0.26%
Restructuring Expense		0.00%	15,000.00	2.40%
TOTAL OTHER EXPENSES		0.00%	\$16,625.00	2.66%
TOTAL OTHER INCOME AND EXPENSES	\$9,716.35	12.65%	\$334,373.72	53.56%
NET INCOME	\$2,800.26	3.65%	(\$193,228.10)	(30.95%)